

Message Text

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PAGE 01 DAMASC 03359 271611Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
-----281042Z 084207 /23

R 271448Z MAY 77
FM AMEMBASSY DAMASCUS
TO SECSTATE WASHDC 3279
INFO USDOC WASHDC

UNCLAS DAMASCUS 3359

STATE FOR NEA/ARN REUTHER FROM THEROS
USDOC FOR CAGNE

E.O. 11652: N/A
TAGS: BEXP, SY
SUBJECT: PERMANENT US PAVILION 1978 DAMASCUS INTERNATIONAL FAIR

REF: THEROS LETTER TO REUTHER

1. WITH REFERENCE TO TWO BUILDING DESCRIBED IN MY LETTER.
FOLLOWING ARE TRANSPORTATION COSTS, PROVIDED BY CONTRACT OR
M.G. GORGAKIS:

BLDG NO. 1 (SQUARE BLDG) 28 TONS (117 M3)
SEA FREIGHT 4,680
PORT TO DAM 4,680

\$9,360

BLDG NO.2 - (ROUND BLDG) 35 TONS (92 M3)

SEA FREIGHT 3,680
FORT TO DAM 3,680

\$7,360

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PAGE 02 DAMASC 03359 271611Z

2. IN SHORT, REPUTABLE CONTRACTOR WITH LENGTHY EXPERIENCE
WITH USG ON COMMERCIAL FAIRS COULD PUT UP AN ACCEPTABLE
PERMANENT, PAVILION NOW FOR APPROXIMATELY \$82,000. ANOTHER
CONTRACTOR STATES THAT PREFAB IRON STRUCTURES THAT ARE
IMPORTED FROM KUWAIT AND ASSEMBLED IN SYRIA COST 80 TO 160
DOLLARS A SQUARE METER. THIS COST INCLUDES CUSTOMS FOR WHICH
WE ARE NOT RESPONSIBLE.

3. FURTHER ANALYSIS OF COSTS: (TO KEEP OUR RECORDS STRAIGHT I WILL USE ONLY 1977 COSTS. INFLATION FOR 1978 CAN BE ADDED LATER). GORGAKIS OFFERED THIS YEAR TO DELIVER AND ERECT A 1000 M3 FREE STANDING BUILDING FOR 84,000 DOLLARS. IN OUR PRESENT BUILDING OF ROUGHLY THE SAME DIMENSIONS BUT MORE DIFFICULT DESIGN GORGAKIS HAS OFFERED A COMPLETELY INSTALLED EXHIBITION SYSTEM, PLUS OFFICES, LOUNGE, COOLING SYSTEM ETC FOR 65,000 DOLLARS. IN SHORT, REASONABLY WE COULD HAVE PUT UP A PERMANENT PAVILION FOR 150,000 DOLLARS IN 1977. BALANCED AGAINST THIS WOULD HAVE BEEN A 12,850 DOLLARS REDUCTION IN RENTAL, FOR A TOTAL COST OF 137,000 DOLLARS. WE BUDGETED FOR 65,000 DOLLARS CONTRACTOR'S COSTS TO BE PAID OUT OF GENERAL PARTICIPANTS REVENUE, SO THAT EXTRA COST FOR 1977 WOULD HAVE BEEN 72,000 DOLLARS. ADD 15 PERCENT FOR INFLATION IN 1978 AND WE HAVE 82,000 DOLLARS.
MURPHY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 27-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977DAMASC03359
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770191-0764
Format: TEL
From: DAMASCUS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770511/aaaaaiyu.tel
Line Count: 79
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 6f9d6088-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 22-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2342404
Secure: OPEN
Status: NATIVE
Subject: PERMANENT US PAVILION 1978 DAMASCUS INTERNATIONAL FAIR
TAGS: BEXP, SY
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/6f9d6088-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009